Cisco TelePresence MX200/MX300 G2

Video-enable every meeting room

MARCH 2014

Sales Summary – MX200/MX300 G2

Industrial design: Most beautiful device we've ever made.
User Experience: Best we've ever built.
Mass deployment: 10 minutes out of the box.

The MX200/MX300 G2:
A truly simple "out of the box" install, configuration and commissioning – quick and easy. Delighted to see the reintroduction of Multisite functionality, a capable device rounded off by the eye pleasing new design.

Alan Lidster
Principal Manager,
Communications and Collaboration at Vodafone

Winner of the IF Design

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MX200/MX300 G2

The best value for money
Simplified product offering by blending the performance and capabilities of the Profile Series with the simplicity of the MX Series, replacing Profile 42” and 55” single products and MX200/MX300 G1.

It covers even more user scenarios
Designed to fit into standard meeting rooms supporting the best practice guidelines through Project Workplace.

Not only for video
Together with Cisco’s powerful video ecosystem, MX200/MX300 G2 systems offer true Unified Collaboration - increasing utilization and improving ROI. Use MX200/MX300 G2 for telepresence, WebEx session, audio conference and local meetings.

Priced for scaled deployments with a global list price starting at $17,900 for the MX200 G2 and $23,900 for the MX300 G2, half the price of a Profile 55’’ single.

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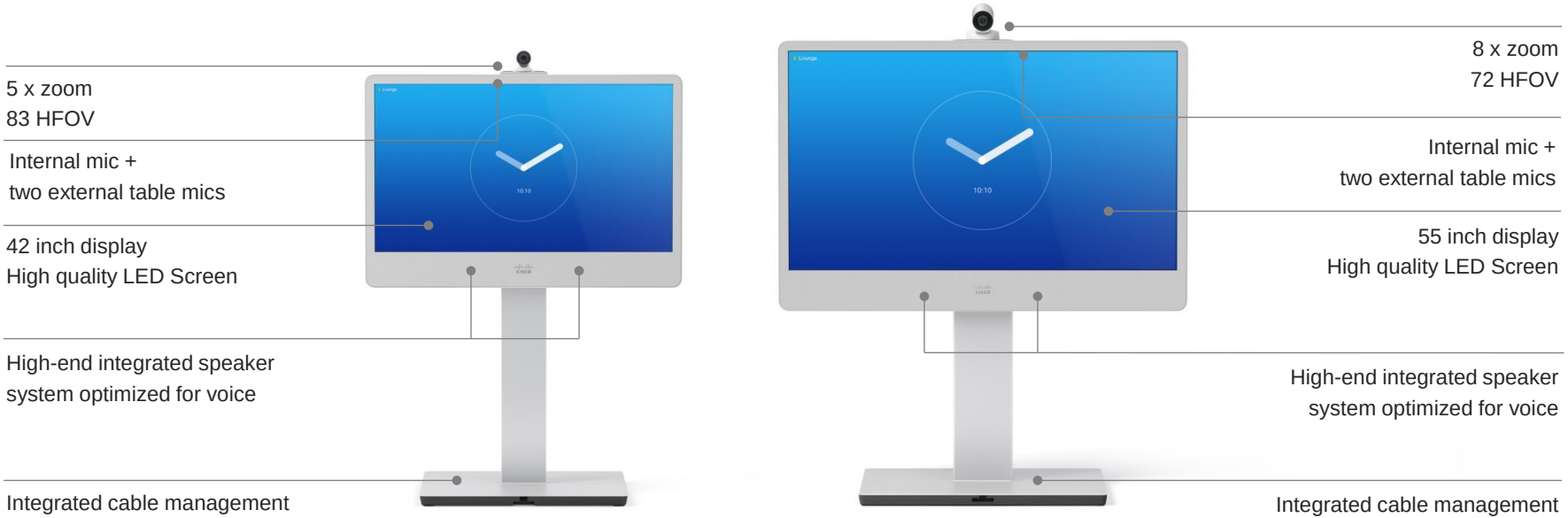
MX200/300 G2 – The Main Unit



MX200 G2

MX300 G2

MX200/MX300 G2 is a fully integrated unit with a 42” or a 55” LED screen, speakers, camera and microphones tuned to work perfectly together. Software release TC7.0 or later is required.

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Touch 10 User Interface

Never easier

With an intuitive interface tailored for meeting room use cases, the Touch 10 is a powerful tool in a meeting room situation.

- Hard buttons for easy access
- Power and connection with only one PoE cable
- Bright and sharp (IPS) screen

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MX200/300 G2 Feature: Camera

Integrated Cisco TelePresence Precision camera with dedicated presets for flexible, easy views

- Camera Control: Easy and intuitive camera control with personalized presets.
- Optical zoom: Enables optimal frame on main speaker even in large meeting rooms.
- New sensor: The new image sensor and optics enables a great picture without specialized lighting.
- Focus: Autofocus and Auto iris for crisp and focused images/appearance.

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MX200 G2 Feature: Improved Field of View

The MX200 G2 is optimized with increased field of view to capture all participants even in small spaces

Cisco MX200 G2: HFOV 83º
Distance from camera to table: 60 cm / 24"

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Feature: Life-like

Experience the most natural and life-like video conversation possible

- The generously sized high resolution screen enables collaboration on complex work sheets.
- High-end speaker system optimized for voice enables a focused conversation, especially in longer meetings.
- Advanced microphone solution with echo cancellation and reduction of background noise.

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Feature: Dual Display

Content sharing

The new dual display feature lets you add a second screen for a rich content sharing experience. This gives you greater focus on content when you need it and reserves the entire system real estate for video.

The dual display feature is included in the base offering.

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Feature: Larger Room Coverage

Better audio coverage and content support

The new generation MX200/MX300 G2 enables all three microphones simultaneously. Together with the new digital zoom feature and dual display it supports larger rooms than the previous generation.

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Feature: Embedded MultiSite Option

Bring the team together

Easily conference in multiple meeting participants, with embedded MultiSite Optional functionality – no MCU required.

Host meetings with up to 3 external video participants and one audio participant. (576p30 individually transcoded)

MultiSite is a paid option at $ 3,300 (GPL)

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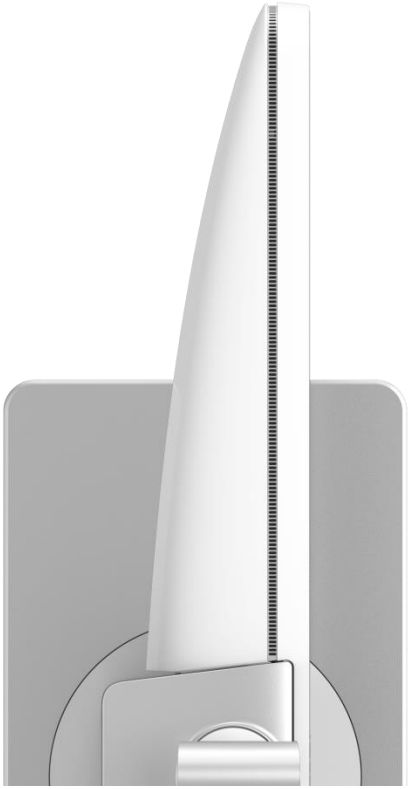
Feature: Design

The new industrial design language is developed hand in hand with a new user and graphical interface:

- It is designed to blend into the office environment with reduced, clean surfaces and carefully crafted details.
- Continuous air vent creates a natural split between the front and rear at the same time as providing natural convection (no fans).
- Seamless textile front: Another unique design feature is the front, which conceals the speakers, IR sensor, microphone and LED and creates a visually calm front surface.
- The overall design combines light and minimalist aesthetics with a calm and inviting expression.



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Feature: Mounting Options MX200 G2

Floor stand

Floor stand is the mounting option for the MX200 G2. It allows for a quick an trouble free installation.
It comes with an integrated cable management system that enables an easy and clutter free setup.

Wall mount

Wall mount is the right choice for a compact setup that does not take up any floor space -- ideal if a higher system is required.

Table stand

For a compact and flexible setup, place the MX200 G2 on a sideboard in lounge areas or on a table in small rooms.

Wheel base

Wheel base allows for a more flexible setup. It’s ideal for project and team spaces where the areas are frequently rearranged; wheel base is 8 cm taller than floor stand.

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Feature: Mounting Options MX300 G2

Floor stand

The default mounting option for the MX300 G2 is the floor stand. It allows for a quick and trouble-free installation. It comes with an integrated cable management system that enables an easy and clutter-free setup.

Wall mount

For a compact setup that does not take up any floor space. Ideal if a higher system is required. **One of the mounting options is included in the base offering.**

Wheel base

Allows for a more flexible setup. Ideal for project and team spaces where the areas are frequently rearranged. 10 cm taller then floor stand.

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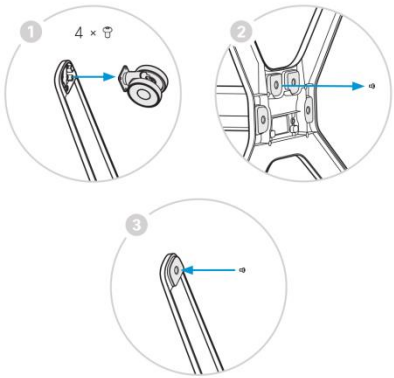
Feature: Mounting Options MX300 G2



Wheel base

The wheel base also works as a floor stand if the flexibility of the wheels are no longer necessary.

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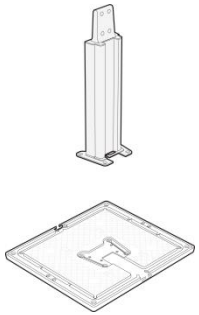
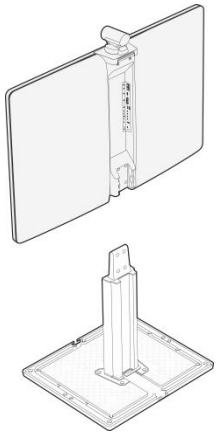
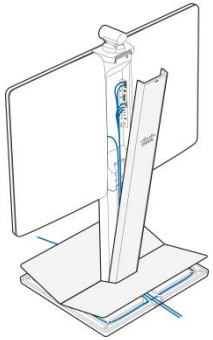
Feature: Easy Installation







10 minutes from box to call

Easy to set up and connect, auto-configuration through set-up assistant.

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Feature: Global Deployments Made Easy

Deploy video globally within days

- No local IT expertise required.
- System mounted, plugged in and registered to your head office in minutes.
- Consistent high quality experience guaranteed.

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User Scenario

The new MX200/MX300 G2 is ideal for small and medium sized meeting rooms.

It is flexible and adapts to different user scenarios, from the up-close personal to the larger group discussions. You can easily jump between the scenarios with user defined camera presets.

For the larger rooms, or where you simply want extra focus on content, add an additional display of choice.

See “Project Workplace” for more details.

Mingle Area

Small Meeting Room

Medium Meeting Room

Quiet Room/Work Pod

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User Scenario

Mingle Area /Lounge

Lounge areas require solutions that can adapt to different scenarios, from personal meetings to larger group meetings.

The integrated HD camera's dedicated presets enable flexible, easy views for different meeting scenarios.

The MX200/MX300 G2 is designed to look good from all angles, including the back, which together with the cable management makes it suitable to be placed in common areas where appearance is important.

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User Scenario

Small Meeting Room

Typically used for small meetings and team work, where a high quality consistent experience is important.

The integrated microphone combined with 1-2 table top microphones allow a clear and focused sound experience on the other end.

The generously sized and high resolution screen enables collaboration on complex work sheets.

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User Scenario

Medium Meeting Room

In larger meeting rooms, the possibility of a second display dedicated to content sharing is beneficial.

The challenge of adapting to meeting situations with 2-8 participants is solved through the camera's presets for optimal framing.

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MX200/MX300 G2 - Not Only Video

Connect with WebEx users anywhere

WebEx enabled Telepresence

Share presentations locally

Replace the projector

Join an audio conference or dial a phone

Common CUCM Dial plan and features

Integrated with your BYOD for richer collaboration

Intelligent Proximity (Beta)

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MX200/MX300 G2 – Positioning

This is a brand new endpoint that builds on the values of the MX200/MX300 G1. We have listened to our customers and redesigned our best selling endpoint in its category.

We have kept the core values that makes it ideal for the large scale deployments, and added embedded MultiSite, dual display option and more. This means that it now covers even more scenarios and customer use cases, and it comes at a signifficantly reduced price.

Delight Our Customers

Industrial design: Most beautiful device we've ever made.
User Experience: Best we've ever built.
Mass deployment: 10 minutes out of the box.

From Project Workplace

http://www.cisco.com/web/telepresence/projectworkplace.html

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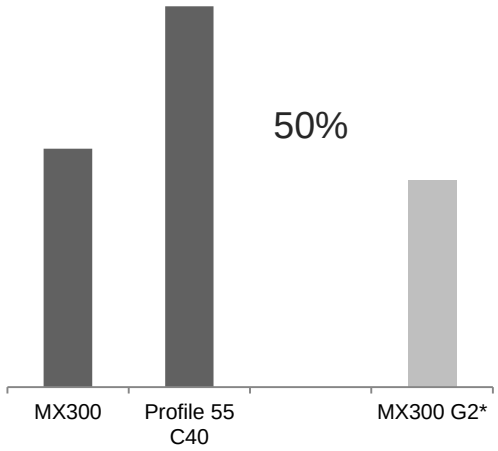
MX300 G2 – Positioning

Simplified and improved

The MX300 G2 now support the major use cases of both MX300 and the Profile 55 C40. Simplifying the portfolio, cutting the cost in half and truly enabling mass deployment.



Features	MX300	Profile 55 C40	MX300 G2
MultiSite		✓	✓
Dual Display		✓	✓*
PremiumResolution	✓	✓	✓*
Performance	1080p30	1080p30	1080p60
Camera Zoom	4x	12x	8x**
Microphones	2	2	3***
GLP (USD), Base	$27,600	$44,070	$23,900

**Now Included in base offering, **2x digital zoom, ***Two table top and one internal mic*

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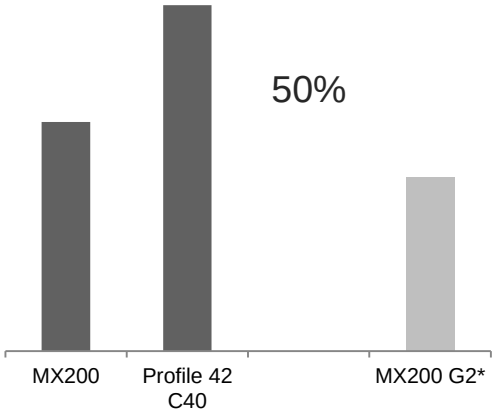
MX200 G2 – Positioning

Simplified and improved

Like MX300 G2, the MX200 G2 now also support the major use cases of both MX200, Profile 42 C20 and the Profile 42 C40. Simplifying the portfolio, cutting the cost in half and truly enabling mass deployment.



Features	MX200	Profile 42 C40	MX200 G2
MultiSite		✓	✓
Dual Display		✓	✓*
PremiumResolution	✓	✓	✓*
Performance	1080p30	1080p30	1080p60
Camera Zoom	4x	12x	8x**
Microphones	2	2	3***
GLP (USD), Base	$21,600	$35,620	$17,900

**Now Included in base offering, **2x digital zoom, ***Two table top and one internal mic*

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The MX300 G2

Pricing/options

List Price: $ 23,900

Included with base package:
Wall mount, floor stand or wheel base
Touch 10'' user interface
Dual display support
Premium Resolution

MultiSite Option: $ 3,300

Availability

Orderable: November
FCS: December

Ordering Information

Cisco TelePresence MX300 G2:
CTS-MX300-K9

MX300 G2 MultiSite Option:
LIC-MX300-MS

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The MX200 G2

Pricing/options

List Price: $17,900

Included with base package:
Wall mount, table stand, floor stand or wheel base
Touch 10'' user interface
Dual display support
Premium Resolution

MultiSite Option: $3,300

Availability

Orderable: May

FCS: End of May

Ordering Information

Cisco TelePresence MX200 G2:
CTS-MX200-K9

MX300 G2 MultiSite Option:
LIC-MX300-MS

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Promotions

The MX300 and MX200 G2 will be integrated in the existing promotions covering Cisco TelePresence products:

CB+

Displace with CUCM 9.1 or video endpoints OR upgrade to CUCM 9.1

Mid-Market

Sell with BE6K in MM

Video Collaboration

Seed Video – Sell above $50K or above $200K

TMP

Competitive or Cisco/Cisco trade-in

See link for more information:
http://wwwin.cisco.com/voice/programs/#tab=0

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Thank you